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PAPER MERCHANT SALES REPORT December, 1990

(by NPTA Region)	Sales per Selling Day December, 1990 Compared to December, 1989	Sales per Selling Day December, 1990 Compared to November, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of December 1989	1990	Calendar Day Cost of ending December Inventory 1989	1990
INDUSTRIAL							
1	- 2.7	- 7.3	- 1.1	43	45	59	60
2	+ 0.1	- 4.8	- 2.0	39	41	57	58
3	- 5.1	+ 0.7	- 2.9	39	38	66	65
4	+ 7.4	- 4.1	+ 2.3	40	40	62	71
5	+ 8.8	- 1.5	+ 6.4	32	32	60	60
6	- 4.4	- 5.1	- 5.8	44	43	68	68
7	+ 5.4	- 5.4	+ 3.1	36	35	41	68
8	+10.9	- 0.7	+ 2.4	35	38	60	63
9	+11.2	0	+ 4.3	40	38	59	57
NY	+11.1	+ 3.4	+ 5.8	47	49	**	**
CHICAGO	- 2.4	- 18.0	- 1.5	40	40	83	74
LA	- 0.2	- 1.5	+ 2.9	47	45	60	65
US	+ 1.9	- 1.7	+0.3	39	40	59	62
PRINTING							
1	+11.1	- 3.4	+ 0.8	46	46	50	52
2	+ 5.5	- 6.4	+ 0.1	43	46	66	76
3	+ 5.1	- 2.6	0	42	42	85	86
4	+13.0	- 1.6	+ 6.1	45	47	66	63
5	+ 1.0	- 12.0	+ 4.2	41	35	76	86
6	+ 9.5	+ 2.9	+ 3.4	43	44	84	95
7	- 0.1	- 3.8	- 2.8	40	39	69	74
8	+ 0.8	- 3.9	+ 6.8	38	39	72	84
9	+12.3	- 2.4	+ 5.8	40	38	65	74
NY	- 4.4	+ 0.1	- 0.4	46	43	59	64
CHICAGO	- 3.0	- 4.6	+ 3.1	42	43	84	83
LA	+ 6.5	- 5.7	+ 6.4	42	41	75	86
US	+ 3.7	- 3.6	+2.5	42	42	73	79

DECEMBER'S SALES CHANGES. *PRINTING* sales show a moderate increase, continuing the pattern from November, with the Producer Price Index continuing up only slightly over the same month in 1989. Region 8 ends the year as the highest for the year, and Region 7 remains the lowest, with the only decrease for 1990. *INDUSTRIAL* sales show a small increase, with the Producer Price Index having about the same rise. Region 5 and New York Metro show the highest 1990 increases and Region 6 had the greatest decrease (five regions showed a decrease for 1990).

DAYS OUTSTANDING for December are virtually unchanged from November and last year. **INVENTORY DAYS** are up slightly for industrial goods; printing goods are up substantially from 1989 and are about the same as they had been for December, 1988.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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